Company Tracking Number: 25-1174

TOI: A031 Individual Annuities - Deferred Variable Sub-TOI: A031.002 Flexible Premium

Product Name: Variable Annuity Application

Project Name/Number: Variable Annuity Application/25-1174

# Filing at a Glance

Company: Pacific Life Insurance Company

Product Name: Variable Annuity Application SERFF Tr Num: PACL-126367877 State: Arkansas TOI: A03I Individual Annuities - Deferred SERFF Status: Closed-Approved- State Tr Num: 43971

Variable Closed

Sub-TOI: A03I.002 Flexible Premium Co Tr Num: 25-1174 State Status: Approved-Closed

Reviewer(s): Linda Bird

Authors: Maysy Vang, Brian Disposition Date: 11/05/2009

Deleget, Karen Givens

Date Submitted: 11/03/2009 Disposition Status: Approved-

Closed

Date Approved in Domicile:

**Domicile Status Comments:** 

Market Type: Individual

Group Market Size:

Group Market Type:

Implementation Date Requested: On Approval Implementation Date:

State Filing Description:

Filing Type: Form

## **General Information**

Project Name: Variable Annuity Application Status of Filing in Domicile: Pending

Project Number: 25-1174

Requested Filing Mode: Review & Approval

Explanation for Combination/Other:
Submission Type: New Submission

Overall Rate Impact:

Filing Status Changed: 11/05/2009 Explanation for Other Group Market Type:

State Status Changed: 11/05/2009

Deemer Date: Created By: Maysy Vang

Submitted By: Maysy Vang

Corresponding Filing Tracking Number:
Filing Description:

FEIN: 95-1079000

NAIC: 67466

To the Individual Life Insurance Department of Arkansas.

We are submitting the following variable annuity application for approval in your state:

Form Number Form Description

Company Tracking Number: 25-1174

TOI: A031 Individual Annuities - Deferred Variable Sub-TOI: A031.002 Flexible Premium

Product Name: Variable Annuity Application

Project Name/Number: Variable Annuity Application/25-1174

#### 25-1174 Variable Annuity Application

When approved, the form submitted will replace the application form listed below, previously approved by the Department as of the date shown.

Replaces Application Form No. State Tracking No. Date Approved SERFF Tracking Number 25-1151 39068 5/27/2008 PACL-125657121

## Summary of Changes

The form has been revised primarily as follows:

- Removed the reference to internal forms in the Owner(s) section.
- Revised the Electronic Information Consent text.
- Revised the Beneficiaries section text.
- Added additional references to internal forms in the Contract Type section.
- Revised the Dollar Cost Averaging section text.

#### Availability

The form submitted will be used to apply for all individual variable annuity contracts listed below, previously approved by the Department as of the dates shown:

Contract Form No. State Tracking Number Date Approved SERFF Tracking Number

10-10300 N/A 11/25/2002 N/A

10-1107 31740 1/31/2006 USPH-6L4R2B106

10-1108 26069 4/14/2004 USPH-5XUQHZ984

10-1128 31553 1/12/2006 USPH-6K8MUR948

10-1130 33657 9/15/2006 USPH-6T8LDL846

10-1136 35679 4/24/2007 PACL-125155469

10-17800 22504 4/4/2003 USPH-5L3VPU266

## Statement of Variability

The application has been completed in John Doe fashion. Bracketed matter (variable material) shown within each applicable section is subject to change. The accompanying Statement of Variability provides an explanation of the

Company Tracking Number: 25-1174

TOI: A031 Individual Annuities - Deferred Variable Sub-TOI: A031.002 Flexible Premium

Product Name: Variable Annuity Application

Project Name/Number: Variable Annuity Application/25-1174

variable material that has been bracketed.

#### The form submitted:

- is exempt from flesch score readability requirements as it is a security subject to federal jurisdiction; and
- is in final print and subject only to minor modification in paper size, stock, ink, border, Company logo, adaptation to electronic media or computer printing and as otherwise specified in the accompanying Statement of Variability.

All required transmittals, checklists, certifications and/or filing fees, as applicable, are included in this submission.

To the best of our knowledge, this filing is complete and intended to comply with the insurance laws of your jurisdiction.

Should you have any questions or require additional information, please call toll-free 1-800-722-2333 Ext. 7262.

Sincerely,

J. Brian Deleget

Compliance Manager

Email: amfproduct.filing@pacificlife.com

# **Company and Contact**

## **Filing Contact Information**

Maysy Vang, Compliance Analyst Mvang@pacificlife.com 700 Newport Center Drive 949-219-6907 [Phone] Newport Beach, CA 92660 949-219-0579 [FAX]

**Filing Company Information** 

Pacific Life Insurance Company CoCode: 67466 State of Domicile: Nebraska 700 Newport Center Drive Group Code: 709 Company Type: Annuities

Newport Beach, CA 92660-6397 Group Name: State ID Number:

(800) 722-2333 ext. [Phone] FEIN Number: 95-1079000

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# Filing Fees

Fee Required? Yes
Fee Amount: \$20.00
Retaliatory? No

Company Tracking Number: 25-1174

TOI: A031 Individual Annuities - Deferred Variable Sub-TOI: A031.002 Flexible Premium

Product Name: Variable Annuity Application

Project Name/Number: Variable Annuity Application/25-1174

Fee Explanation:

Per Company: No

COMPANY AMOUNT DATE PROCESSED TRANSACTION #
Pacific Life Insurance Company \$20.00 11/03/2009 31754143

 SERFF Tracking Number:
 PACL-126367877
 State:
 Arkansas

 Filing Company:
 Pacific Life Insurance Company
 State Tracking Number:
 43971

Company Tracking Number: 25-1174

TOI: A03I Individual Annuities - Deferred Variable Sub-TOI: A03I.002 Flexible Premium

Product Name: Variable Annuity Application

Project Name/Number: Variable Annuity Application/25-1174

# **Correspondence Summary**

# **Dispositions**

Status	Created By	Created On	Date Submitted	
Approved- Closed	Linda Bird	11/05/2009	11/05/2009	

Company Tracking Number: 25-1174

TOI: A031 Individual Annuities - Deferred Variable Sub-TOI: A031.002 Flexible Premium

Product Name: Variable Annuity Application

Project Name/Number: Variable Annuity Application/25-1174

# **Disposition**

Disposition Date: 11/05/2009

Implementation Date: Status: Approved-Closed

Comment:

Rate data does NOT apply to filing.

 SERFF Tracking Number:
 PACL-126367877
 State:
 Arkansas

 Filing Company:
 Pacific Life Insurance Company
 State Tracking Number:
 43971

Company Tracking Number: 25-1174

TOI: A03I Individual Annuities - Deferred Variable Sub-TOI: A03I.002 Flexible Premium

Product Name: Variable Annuity Application

Project Name/Number: Variable Annuity Application/25-1174

Schedule	Schedule Item	Schedule Item Status Public Access
Supporting Document Flesch Certification		No
Supporting Document	Application	No
Supporting Document	Life & Annuity - Acturial Memo	No
Supporting Document	Statement of Variability	Yes
Supporting Document	CERTIFICATION	Yes
Form	Variable Annuity Application	Yes

 SERFF Tracking Number:
 PACL-126367877
 State:
 Arkansas

 Filing Company:
 Pacific Life Insurance Company
 State Tracking Number:
 43971

Company Tracking Number: 25-1174

TOI: A03I Individual Annuities - Deferred Variable Sub-TOI: A03I.002 Flexible Premium

Product Name: Variable Annuity Application

Project Name/Number: Variable Annuity Application/25-1174

# Form Schedule

Lead Form Number: 25-1174

Schedule	Form	Form Type Form Name	Action	Action Specific	Readability	Attachment
Item	Number			Data		
Status						
	25-1174	Application/Variable Annuity Enrollment Application Form	Initial		0.000	25-1174.pdf



Pacific Life Insurance Company P.O. Box 2378, Omaha, NE 68103-2378 or 1299 Farnam Street, 6th Floor, AMF, Omaha, NE 68102 www.PacificLife.com Contract Owners: (800) 722-4448

# PACIFIC VALUE

# Variable Annuity Application

# Registered Representatives, call (800) 722-2333 for assistance.

1. ANNUITANT(S) Must be an individual. Check product guidelines for maximum issue age. Name (First, Middle, Last) Birth Date (mo/day/yr) John A. Doe 01/01/1972  $\times$  M  $\square$  F Mailing Address City, State, ZIP Anytown, NY 12345 999-77-8888 111 Main Street Residential Address (if different than mailing address) City, State, ZIP Complete this box for custodial-owned auglified contracts only. Will not be valid for any other contract types. Solicited at: State Information put here will be used for contract and registered representative appointment purposes. **ADDITIONAL ANNUITANT** Not applicable for qualified contracts or contracts with non-natural owners. **Check One:** \(\sim \) Joint \(\sim \) Contingent Name (First, Middle, Last) Birth Date (mo/day/yr) Sex Jane A. Doe 01/01/1972 Mailing Address City, State, ZIP 111 Main Street Anytown, NY 12345 999-66-8888 Residential Address (if different than mailing address) City, State, ZIP 2. OWNER(S) If annuitant and owner are the same, do not complete this section. Check product guidelines for maximum issue age. Name (First, Middle, Last) Birth Date (mo/day/yr) Sex  $\square$  M  $\square$  F Mailing Address City, State, ZIP SSN/TIN Residential Address (if different than mailing address) City, State, ZIP **JOINT OWNER** Not applicable for qualified contracts. Name (First, Middle, Last) Birth Date (mo/day/yr) Sex Mailing Address SSN City, State, ZIP Residential Address (if different than mailing address) City, State, ZIP 3. DEATH BENEFIT COVERAGE

**▼ Stepped-Up Death Benefit** Annuitant(s) must not be over age 75 at issue.

If the stepped-up death benefit I have selected cannot be added to the contract due to age restrictions or state availability, I understand that the contract will be issued without the stepped-up death benefit rider.



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#### 4. TELEPHONE / ELECTRONIC AUTHORIZATIONS



TELEPHONE/ELECTRONIC TRANSACTION AUTHORIZATION As the owner, I will receive this privilege automatically. If a contract has joint owners, each owner may individually make telephone and/or electronic requests. By checking "Yes," I am also authorizing and directing Pacific Life to act on telephone or electronic instructions from any other person(s) who can furnish proper identification. Pacific Life will use reasonable procedures to confirm that these instructions are authorized and genuine. As long as these procedures are followed, Pacific Life and its affiliates and their directors, trustees, officers, employees, representatives, and/or agents will be held harmless for any claim, liability, loss, or cost.

ELECTRONIC INFORMATION CONSENT By providing my e-mail address, I consent to receive documents and notices applicable to my contract, including but not limited to prospectuses, prospectus supplements, annual and semi-annual reports, quarterly statements and immediate confirmations, privacy notice and other notices and documentation in electronic format when available instead of receiving paper copies of these documents by U.S. mail. I will continue to receive paper copies of annual statements if required by state or federal law. Not all contract documentation and notifications may be currently available in electronic format. I consent to receive in electronic format any documents added in the future. For jointly owned contracts, both owners are consenting to receive information electronically. I confirm that I have ready access to a computer with Internet access, an active e-mail account to receive this information electronically, and the ability to read and retain it.

I understand that:

E-Mail address:

- There is no charge for electronic delivery, although my Internet provider may charge for Internet access.
- · I must provide a current e-mail address and notify Pacific Life promptly when my e-mail address changes.
- · I must update any e-mail filters that may prevent me from receiving e-mail notifications from Pacific Life.
- · I may request a paper copy of the information at any time for no charge, even though I consented to electronic delivery, or if I decide to revoke my consent.
- · For jointly owned contracts, both owners are consenting that the primary owner will receive information electronically. (Only the primary owner will receive e-mail notices.)
- · Electronic delivery will be cancelled if e-mails are returned undeliverable.

jdoe@internet.com

· This consent will remain in effect until I revoke it.

Pacific Life is not required to deliver this information electronically and may discontinue electronic delivery in whole or in part at any time. Please call (800) 722-4448 if you would like to revoke your consent, wish to receive a paper copy of the information above, or need to update your e-mail address.

EOD EVEN	
FUK EVEN	
FASIEK	7
DELIVERY	

5. HOUSEHOLDING By signing this application you consent to Pacific Life mailing one copy of contract owner documents to multiple contract owners who share the same household address. Such documents will include the prospectus, supplements, announcements, and annual and semiannual reports, but will not include contract-specific information such as transaction confirmations and statements. This service, known as "householding," reduces expenses, environmental waste, and the volume of mail you receive. If you not not wish to participate in this service and prefer to receive your own contract owner documents, please check the box below.

**6. BENEFICIARIES** If a beneficiary classification is not indicated, the class for that beneficiary will be primary. Multiple beneficiaries will share the death benefit equally, unless otherwise specified. For contracts owned by a non-individual custodian (including IRAs, 457, and qualified plans) or other non-natural owners, the beneficiary must be the owner listed on the application. Use Section 14, Special Requests, to provide additional beneficiary information.

Name (First, Middle, Last)  Jack A. Doe	Birth Date (mo/day/yr) 01/01/1992	× Primary  ☐ Contingent	Relationship Son	SSN/TIN 333-22-7777	Percentage 100 %
Name (First, Middle, Last)	Birth Date (mo/day/yr)	☐ Primary ☐ Contingent	Relationship	SSN/TIN	Percentage %

## 7. CONTRACT TYPE Select ONE.

× Non-Qualified 1,2	☐ SIMPLE IRA4	☐ Roth IRA		457(b) — gov't. entity <sup>6</sup>	☐ Keogh/HR10 <sup>6</sup>
☐ IRA³	SEP-IRA	☐ TSA/403(b) <sup>5</sup>	☐ 401(k) <sup>6</sup>	☐ 457(b) — 501(c) tax-exempt <sup>6</sup>	☐ Individual(k) <sup>7</sup>

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<sup>&</sup>lt;sup>1</sup> For trust-owned contracts, complete Trustee Certification and Disclosure form. <sup>2</sup> For non-qualified contracts, if owner is a non-natural person or corporation, complete the Non-Natural or Corporate-Owned Disclosure Statement. <sup>3</sup> For individual-owned or trust-owned Inherited IRA contracts, complete appropriate Inherited IRA Certification form. <sup>4</sup> Complete SIMPLE IRA Employer Information. <sup>5</sup> Complete TSA Certification. <sup>6</sup> Complete Qualified Plan and 457(b) Plan Disclosure. <sup>7</sup> Complete Individual(k) Qualified Plan Disclosure.

8. INITIAL PURCHASE PAYMENT Make check payable to P	acific Life Insurance Company.			
8A. NON-QUALIFIED CONTRACT PAYMENT TYPE Indicate type of initial payment.			MENT TYPE Indicate type of initial ibution defaults to current tax year.	
1035 exchange/estimated transfer\$	Trai	sfer \$		
X Amount enclosed\$		over \$		
V		ribution \$	for tax year	
9. REPLACEMENT	Con	3	IOI IUX YEUI	
9A. EXISTING INSURANCE				
Do you have any existing life insurance (Default is "Yes" if neither box is check		any other company?		
	ide the information below for ea		xisting life insurance or annuity in this eplaced and attach any required state	
Insurance Company Name	Contract Number	Policy or Contract Type B	Being Replaced	
		Life Insurance	Fixed Annuity 🔲 Variable Annuity	
Insurance Company Name	Contract Number	Policy or Contract Type Being Replaced		
		Life Insurance	Fixed Annuity	
entire contract value must stay invested in allowable allocation options are not available with Inherited IRA and Inherited TSA business.	s Pacific Life makes available for th	eProtect Advantage, Income Acc e riders. Note: Optional Guarant	cess, GPA3, or GIA Plus rider benefit <u>s)</u> the teed Minimum Withdrawal Benefit Riders	
10A. Guaranteed Minimum Withdrawal Benefit (You may on	•			
▼ CoreIncome Advantage Annuitant(s) must not be over a		05 at inves		
□ CoreProtect Advantage Annuitant(s) must be no younge □ Income Access with Automatic Reset/Step-up Option. Ann	•			
☐ I elect to opt out of Income Access Automatic Reset/Step	·	11 1550 €.		
10B.   GPA3 Annuitant(s) must not be over age 85 at issue, which		the annuity date.		
10C.   GIA Plus Annuitant(s) must not be over age 80 at issue.	, , , , , , , , , , , , , , , , , , , ,			
10D. EEG Annuitant(s) must not be over age 75 at issue.				
If any rider selected in this section cannot be added to the c issued without that rider.	ontract due to age and/or otl	er rider restrictions or sta	te availability, the contract will be	
11. DOLLAR COST AVERAGING If elected, 100% of your initial a Custom Model in Section 13 and are using DCA Plus, you mu Allocation Strategies or Individual Investments and a percentage less than To indicate a source account other than DCA Plus, use Section 14, Special indicated below unless alternate instructions are on file or provided with the	st allocate 100% of your invest 100% is indicated, the remainder of Requests, or the Transfers and Alloca	tment to the DCA Plus term the purchase payment will be al tions form. Additional investment	n. If you select Portfolio Optimization, Asset llocated pro rata to the allocations selected. ts will be allocated to the DCA Plus selection	
 DCA Plus Term (Select one)	•		<del>_</del> ı	
	investment. Default will be 100%	if not indicated or if a Custom N	Model is selected in Section 13.	
12. REBALANCING If you select a Custom Model in Section 13,	rebalancing will be quarterly. Othe	rwise, Rebalancing is optional.		
□ Quarterly    □ Semiannually    □ Annually				

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- **13. ALLOCATION OPTIONS** Use this section to allocate 100% of your investment. Use whole percentages only. Additional investments will be allocated based on the options below and where applicable, if a selection was made in section 11, unless alternate instructions are on file or provided with the investment. IMPORTANT: To be eligible for an optional rider in Section 10, you must select **ONE** of the following options:
  - 1. Portfolio Optimization: Select one model. 100% of your investment will be allocated to the model selected. Note: Model E is not an available allocation option for use with Optional Riders in Section 10.
  - II. Asset Allocation Strategies: Indicate the percentage of your investment for each Asset Allocation Strategy. Allocations may be among these strategies and must total 100%.
  - III. Custom Models: For Categories A, B, and C indicate no more than 15% in any individual investment. In addition, you must allocate at least 25% into each of Categories A, B, and C. Categories A, B, C, and D must total 100%. Category D is optional provided the previous requirements are met. You may allocate up to 25% into an individual investment in Category D.

If you want to select individual investments and are <u>not</u> choosing an optional rider in Section 10, you may indicate any combination of investments in Option III. Allocations must total 100%.

Option III. Allo	cations must total 1						_
Models				IO OPTIMIZATIO			
Models	Select one:	× Model A □ Mo	odel B	☐ Model C	☐ Model D ☐ I	Model E	
		OPTION II: A	SSET ALLO	CATION STRAT	EGIES		
	100% alloc	ation to one or a combination of the				0.	
	PLFA	Pacific Dynamix-Conservative	•	Capital Research	American Funds® Asset Allocation	%	
Asset		Growth Portfolio	%	Franklin Templeton		%	
Allocation	PLFA	Pacific Dynamix-Moderate	0/		GE Investments Total Return Fund	%	
Strategies	PLFA	Growth Portfolio Pacific Dynamix-Growth	%	Invesco Aim	AIM V.I. PowerShares	0.	
J	FLFA	Portfolio	%		ETF Allocation Fund	%	
	AllianceBernstein	VPS Balanced Wealth Strategy	%		LIT Global Tactical Asset Allocation Portfolio	%	
	BlackRock	Global Allocation V.I. Fund	%		Allocation i orifolio		% Total
			STOM MC		VIDUAL INVESTMENTS	l 000/	
		or Categories A, B, and C indicate no m s A, B, and C. Categories A, B, C, and D					
	You may allocate up to	o 25% into an individual investment in	Category D	770. Culegory D is opilotic	ui provided ille previous reguliellei	iis ui e iiiei.	
	Individual Investn	nents: If you want to select individu	al investments	and are not choosing	an optional rider in Section 10, ye	ou may	
		ition of investments. Allocations mus		· ·		,	
	Goldman Sachs	Short Duration Bond	%	PIMCO	Managed Bond	%	
Category A	Highland Capital	Floating Rate Loan	%	PIMCO	Inflation Managed	%	
Fixed-Income	PAM	Money Market	%	Western Asset	•		
Portfolios	PAM	High Yield Bond	%	Management	Diversified Bond	%	% Total
	Alger	Small-Cap Growth	%	Janus	Growth LT	%	
	Analytic Investors/	. (a)		Janus	Focused 30	%	
	JPMorgan	Long/Short Large-Cap	%	Lazard	Mid-Cap Equity	%	
Category B	BlackRock	Equity Index	%	NFJ	Small-Cap Value	%	
Domestic	BlackRock	Small-Cap Index	%	Oppenheimer	Multi-Strategy	%	
Equity	BlackRock	Mid-Cap Value	%	Oppenheimer	Main Street® Core	%	
Portfolios	Capital Guardian	Diversified Research	%	UBS	Large-Cap Growth	%	
	Capital Guardian Capital Research	Equity American Funds® Growth-Income	% %	Van Kampen	Comstock	%	
	Capital Research	American Funds® Growth	%	Van Kampen	Mid-Cap Growth	%	
	ClearBridge	Large-Cap Value	%	Vaughan Nelson	Small-Cap Equity	%	% Total
Catoroni	AllianceBernstein	International Value	%	MFS	International Large-Cap	%	
Category C International	Batterymarch	International Small-Cap	%	Oppenheimer	Emerging Markets	%	
Equity and	Columbia	Technology	%	Van Kampen	Real Estate	%	
Sector Portfolios	Jennison	Health Sciences	%	run numpon	nour Estato		% Total
	PLFA	Pacific Dynamix-Conservative		Capital Research	American Funds® Asset Allocatio	n%	
	1	Growth Portfolio	%	Franklin Templeton	VIP Founding Funds	%	
<u>Category D</u>	PLFA	Pacific Dynamix-Moderate			t GE Investments Total Return Fund	%	
Asset	DI EA	Growth Portfolio	%	Invesco Aim	AIM V.I. PowerShares		
Allocation	PLFA	Pacific Dynamix-Growth Portfolio	%		ETF Allocation Fund	%	
Strategies	AllianceBernstein	VPS Balanced Wealth Strategy	%	Van Kampen	LIT Global Tactical Asset	0/	
	BlackRock	Global Allocation V.I. Fund	%		Allocation Portfolio	%	% Total
	Diacknock	VIVIALI ALIOCULION T.I. I UNU			CATEGORIES A-D MUST TO	AL 100%	% Total
1					ANTERACTION A DIMONI IO	AL IVV /U.	/0 I U I U I

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	audinonal space is needed, undch	a remore signion and adion by		
15. FRAUD NOTICES The fol	lowing states require insurance comp	anies to provide a fraud warnin	g statement. Refer to the fraud wo	arning statement for your state as indicate —
below. Please check for state prod	uct availability.			_

14 CDECIAL DECLIFETS: If additional and a standard and a standard

Colorado: It is unlawful to knowingly provide false, incomplete, misleading facts or information to an insurance company for the purpose of defrauding or attempting to defraud the company. Penalties may include imprisonment, fines, denial of insurance and civil damages. Any insurance company or agent of an insurance company who knowingly provides false, incomplete or misleading facts or information to a policyholder or claimant for the purpose of defrauding or attempting to defraud the policyholder or claimant with regard to a settlement or award payable from insurance proceeds shall be reported to the Colorado Division of Insurance within the Department of Regulatory Services.

District of Columbia: WARNING It is a crime to provide false or misleading information to an insurer for the purpose of defrauding the insurer or any other person. Penalties include imprisonment and/or fines. In addition, an insurer may deny insurance benefits, if false information materially related to a claim was provided by the applicant.

Louisiana and Maryland: Any person who knowingly and willfully presents a false or fraudulent claim for payment of a loss or benefit or who knowingly and willfully presents false information in an application for insurance is auilty of a crime and may be subject to fines and confinement in prison.

New Jersey: Any person who includes any false or misleading information on an application for an insurance policy is subject to criminal and civil penalties.

**Ohio:** Any person who, with intent to defraud or knowing that he is facilitating a fraud against an insurer, submits an application or files a claim containing a false or deceptive statement is guilty of insurance fraud.

Pennsylvania: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which is a crime and subjects such person to criminal and civil penalties.

All Other States: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which may be a crime and may subject such person to criminal and civil penalties.

\*13017-09A5\*

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16. STATEMENT OF OWNER(S) I understand that federal law requires all financial institutions to obtain the name, residential address, date of birth, Social Security or taxpayer identification number, and any other information necessary to sufficiently verify the identity of each customer. I understand that failure to provide this information could result in the annuity contract not being issued, delayed or unprocessed transactions, or annuity contract termination. I, the owner(s), understand that I have applied for a variable annuity contract ("contract") issued by Pacific Life Insurance Company ("company"). I received prospectuses for this variable annuity contract. After reviewing my financial background with my registered representative, I believe this contract, including the benefits of its insurance features, will meet my financial objectives based in part upon my age, income, net worth, and tax status, and any existing investments, annuities, or other insurance products I own. If applicable, I considered the appropriateness of full or partial replacement of any existing life insurance or annuity. I also considered my liquidity needs, risk tolerance, and investment time horizon when selecting variable investment options. I understand the terms and conditions related to any optional rider applied for and believe that the rider(s) meet(s) my insurable needs and financial objectives. I have discussed all fees and charges for this contract with my registered representative, including withdrawal charges, if applicable. I understand that if I cancel a contract issued as a result of this application without penalty during the Right to Cancel initial review period, depending upon the state where my contract is issued, it is possible the amount refunded may be less than the initial amount I invested due to the investment experience of my selected investment options.

If I am an active duty member of the United States Armed Forces (including active duty military reserve personnel), I confirm that this application was not solicited and/or signed on a military base or installation, and I have received from the registered representative the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act.

I certify, under penalties of perjury, that I am a U.S. person (including a U.S. resident alien) and that the taxpayer identification number is correct.

All answers to questions and statements made on this application are to the best of my knowledge and belief.

I UNDERSTAND THAT BENEFITS AND VALUES PROVIDED UNDER THE CONTRACT MAY BE ON A VARIABLE BASIS. AMOUNTS DIRECTED INTO ONE OR MORE VARIABLE INVESTMENT OPTIONS WILL REFLECT THE INVESTMENT EXPERIENCE OF THOSE INVESTMENT OPTIONS. THESE AMOUNTS MAY INCREASE OR DECREASE AND ARE NOT GUARANTEED AS TO DOLLAR AMOUNT.

Owner's Signature  John A. Doc	Date (mo/day,	y/yr) 7/29/2009	Signed at: City	Anytown	State STATE	N	Y 
Joint Owner's Signature (if applicable)	Date (mo/day,						
Jane A. Doe	DATE 07	7/29/2009					

#### 17. REGISTERED REPRESENTATIVE'S STATEMENT

17A.	CHECK Yes X No	Do you have any reason to believe that the applicant has any existing life insurance policies or annuity contracts? (Default is "Yes" if neith box is checked.)
17D	_	De ver have reason to helious that any ovieting life insurance policy or annuity contract has been for will be a surandoved withdrawn from Jean.

17B. Observed that any existing life insurance policy or annuity contract has been (or will be) surrendered, withdrawn from, loaned against, changed or otherwise reduced in value, or replaced in connection with this transaction assuming the contract applied for will be issued?

If "Yes," I affirm that I have instructed the applicant to answer "Yes" to the replacement question in Section 9B of this application. I hereby certify that I have used only Pacific Life's approved sales material in connection with this sale and that copies of all sales materials used were left with the applicant. Any insurer-approved electronically presented sales materials will be provided in printed form to the applicant no later than at the time of the policy or contract delivery. I further certify that I have discussed the appropriateness of replacement and followed Pacific Life's written replacement guidelines.

I have explained to the owner(s) how the annuity will meet their insurable needs and financial objectives.

I certify that I have reviewed this application and have determined that its proposed purchase is suitable as required under law, based in part on information provided by the owner, as applicable, including age, income, net worth, and tax status, and any existing investments and insurance program.

I further certify that I have also considered the owner's liquidity needs, risk tolerance, and investment time horizon; that I followed my broker/dealer's suitability guidelines in both the recommendation of this annuity and the choice of investment options; and that this application is subject to review for suitability by my broker/dealer.

I further certify that I have truly and accurately recorded on the application the information provided to me by the applicant.

If the applicant is an active duty member of the United States Armed Forces (including active duty military reserve personnel), I certify that this application was not solicited and/or signed on a military base or installation, and I provided to the applicant the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act.

Soliciti SIGN HERE	ing Registered Representative's Signature	Cindy Brown	Print Registered Representative's Full Name Cindy Brown	 
Registe	ered Representative's Telephone Number	123) 456-7890	Registered Representative's E-Mail Address cbrown@internet.com	Option  A × B C
Brown & Company		n & Company	Brokerage Account Number (optional)	<u> </u>

Send completed application as follows:

#### **APPLICATION WITH PAYMENT:**

Regular Mail Delivery: P.O. Box 2290, Omaha, NE 68103-2290

Express Mail Delivery: 1299 Farnam Street, 6th Floor, AMF, Omaha, NE 68102

#### **APPLICATION WITHOUT PAYMENT:**

Regular Mail Delivery: P.O. Box 2378, Omaha, NE 68103-2378

Express Mail Delivery: 1299 Farnam Street, 6th Floor, AMF, Omaha, NE 68102



25-1174 Page 6 of 6 01/10

Company Tracking Number: 25-1174

TOI: A031 Individual Annuities - Deferred Variable Sub-TOI: A031.002 Flexible Premium

Product Name: Variable Annuity Application

Project Name/Number: Variable Annuity Application/25-1174

# **Supporting Document Schedules**

Item Status: Status

Date:

Bypassed - Item: Flesch Certification

Bypass Reason: N/A

Comments:

Item Status: Status

Date:

Bypassed - Item: Application

Bypass Reason: N/A

Comments:

Item Status: Status

Date:

Bypassed - Item: Life & Annuity - Acturial Memo

Bypass Reason: N/A

Comments:

Item Status: Status

Date:

Satisfied - Item: Statement of Variability

Comments:
Attachment:
SOV.pdf

Item Status: Status

Date:

Satisfied - Item: CERTIFICATION

Comments: Attachment:

AR 1174 Certs 6 and 19.pdf

## PACIFIC LIFE INSURANCE COMPANY

700 Newport Center Drive • Newport Beach, CA 92660

#### STATEMENT OF VARIABILITY

#### Form Number Form Description

25-1174 Variable Annuity Application

This Statement of Variability identifies and explains the bracketed material contained in the above referenced application form.

#### Variable Annuity Application Form No. 25-1174

- 1. Product Name (Page 1) The name of the Product applied for will be displayed.
- 2. Company Addresses and Toll-Free Telephone Numbers (Page 1) In the event of a change in the company address, internet address and/or toll-free telephone numbers, the new information will be shown, accordingly.
- 3. Section 3 Death Benefit Coverage (Page 1) The optional death benefit rider shown in this section has been previously approved by the Department and available for the applicable contract. From time to time, we may add new optional death benefit riders and remove those riders that are no longer available or for which new sales have been discontinued. Any new optional death benefit rider added to this section will only be those optional death benefit riders that the Department has previously approved.
- **4. Section 7 Contract Type (Page 2)** The contract may be issued in connection with any of the contract types shown below. From time to time, we may add new contract types and remove those contract types that are no longer available or for which new sales have been discontinued. Additionally, the reference to internal forms and their titles may change from time to time.

Non-Qualified	SEP-IRA	401(a)	457(b)
IRA	Roth IRA	401(k)	457(b)-501(c)
SIMPLE IRA	TSA/403(b)	Individual(k)	Keogh/HR10

- 5. Section 10 Optional Riders (Page 3) The optional riders shown in this section are those that have been previously approved by the Department and available for the applicable contract. From time to time, we may add new optional riders and remove those riders that are no longer available or for which new sales have been discontinued. Any new optional rider added to this section will only be those optional riders that the Department has previously approved.
- 6. Section 11 Dollar Cost Averaging (Page 3) The references to internal forms and their titles may change from time to time. Additionally, the guarantee terms shown are those currently available under the contract to which Purchase Payments may be allocated and may change from time to time and will be between the range of 0 to 12 months. If Dollar Cost Averaging is not available on a specific product the following text will be displayed within the brackets: "Note: Dollar Cost Averaging is not available."
- 7. Section 12 Rebalancing (Page 3) The rebalance schedules available under the Contract. Rebalance schedules not available in the future will be removed from this section.
- 8. Section 13 Allocation Options (Page 4) The reference to allocation models and their titles may change from time to time. The Variable Investment Options shown are those currently available under the contract to which Purchase Payments may be allocated. From time to time, we may add, change or delete those Variable Investment Options.

- 9. Section 15 Fraud Statements (Page 5) The fraud statements may change due to state mandates or other regulatory requirements.
- **10. Section 16 Option Box (Page 6) -** The commission schedules available under the Contract in which the Registered Representative can choose from. The range will be A, B, C, D, E, and F.
- **11. Regular Mail and Express Mail Delivery Addresses (Page 6)** In the event of a change in the company's mailing addresses, the new addresses will be shown.

Except as otherwise described above, no other bracketed material appears within the application.

## **Company Contact Person**

For inquires regarding this Statement of Variability, please contact:

J. Brian Deleget Compliance Manager

Email: amfproduct.filing@pacificlife.com

Phone: (800) 722-2333 ext. 7262

# PACIFIC LIFE INSURANCE COMPANY

700 Newport Center Drive • Newport Beach, CA 92660

## **STATE OF ARKANSAS**

## **RULE AND REGULATION 6 CERTIFICATION**

Form Description(s):

25-1174	Variable Annuity Application	
	compliance said Rule and Regulati	and Regulation 6 has been reviewed and the on 6 as well as all other applicable requirements
. 1		
Y arcytat	tice	
Company Officer		
Nancy A. Hill		
Name		
Assistant Vice Presid	ent Compliance	
Title		
11/2/09		

## Contact Person:

Date

J. Brian Deleget Compliance Manager Product Compliance

Form Number(s):

Email: <a href="mailto:amfproduct.filing@pacificlife.com">amfproduct.filing@pacificlife.com</a> Phone: (800) 722-2333 ext. 7262

# PACIFIC LIFE INSURANCE COMPANY

700 Newport Center Drive • Newport Beach, CA 92660

## **STATE OF ARKANSAS**

## **REGULATION 19 CERTIFICATION**

Form Number(s):	Form Description(s):
25-1174	Variable Annuity Application
	by certify that the above form(s) meet the provisions of Regulation 19 as well as all nts of the Arkansas Department of Insurance.
Marcytak	tice
Company Officer	
Nancy A. Hill	
Name	
Assistant Vice Preside	ent Compliance
11/2/09	

## Contact Person:

Date

J. Brian Deleget Compliance Manager Product Compliance

Email: <a href="mailto:amfproduct.filing@pacificlife.com">amfproduct.filing@pacificlife.com</a>
Phone: (800) 722-2333 ext. 7262